

## AUTHOR INDEX

- Abbink, K., 497  
 Aggarwal, P., 643  
 Alghalith, M., 387  
 Arcelus, F. J., 537  
 Arya, A., 355  
 Audas, R., 293  
 Bapat, A. S., 203  
 Blackstone, T. F., 511  
 Boening, M. V., 511  
 Brazel, J. F., 363  
 Browne, K. R., 145  
 Buss, D. M., 131  
 Cha, T. H., 643  
 Cheng, S., 549  
 Clougherty, J. A., 75  
 Colarelli, S. M., 203  
 Cosmides, L., 103  
 DeVaro, J., 667  
 Dickinson, D. L., 435  
 D'Souza, G. C., 203  
 Elzinga, K. G., 391  
 Emons, W., 379  
 Firth, M., 549  
 Galunic, D. C., 217  
 Garoupa, N., 379  
 Glover, J., 355  
 Goddard, J., 293  
 Goff, B. L., 563  
 Ha, Y.-M., 643  
 Hadley, L., 287  
 Hammond, C. J., 613  
 Harbring, C., 333  
 Hill, S. E., 131  
 Hofler, R. A., 279  
 Irlenbusch, B., 21  
 Jain, B. A., 1  
 Kanazawa, S., 95  
 Kim, Y., 235  
 Kim, Y.-H., 643  
 Kini, O., 1  
 Koku, P. S., 307  
 Kopel, M., 605  
 Kraft, K., 595  
 Krautmann, A. C., 287  
 Kriesler, K., 631  
 Kurzban, R., 173  
 Lajili, K., 573  
 Lee, Z.-H., 655  
 Levine, S. S., 173  
 Lien, D., 587  
 Lin, B., 655  
 Liu, B. S.-C., 41  
 Loch, C. H., 217  
 Mahoney, J. T., 573  
 McKee, M., 511  
 Mittendorf, B., 355  
 Nitzan, S., 631  
 Noussair, C., 401  
 Parco, J. E., 413  
 Payne, J. E., 279  
 Peterson, R., 655  
 Piva, M., 63  
 Porter, D., 445  
 Price, M. E., 103  
 Qureshi, A. A., 307  
 Raju, J. S., 527  
 Ratchford, B. T., 41  
 Reksulak, M., 394  
 Richards, T. J., 261  
 Riegler, C., 605  
 Rockenbach, B., 497  
 Rowe, W. G., 293  
 Ruffle, B. J., 459  
 Rutstrom, E., 511  
 Saad, G., 189  
 Santarelli, E., 63  
 Schneider, S., 217  
 Shachat, J., 477  
 Shtudiner, Z., 459  
 Simon, D. H., 667  
 Sobel, R. S., 392, 396  
 Sohn, S. J., 251  
 Srinivasan, G., 537  
 Still, M. C., 159  
 Sudharshan, D., 41  
 Tooby, J., 103  
 Tremblay, V. J., 319  
 Tyagi, R. K., 527

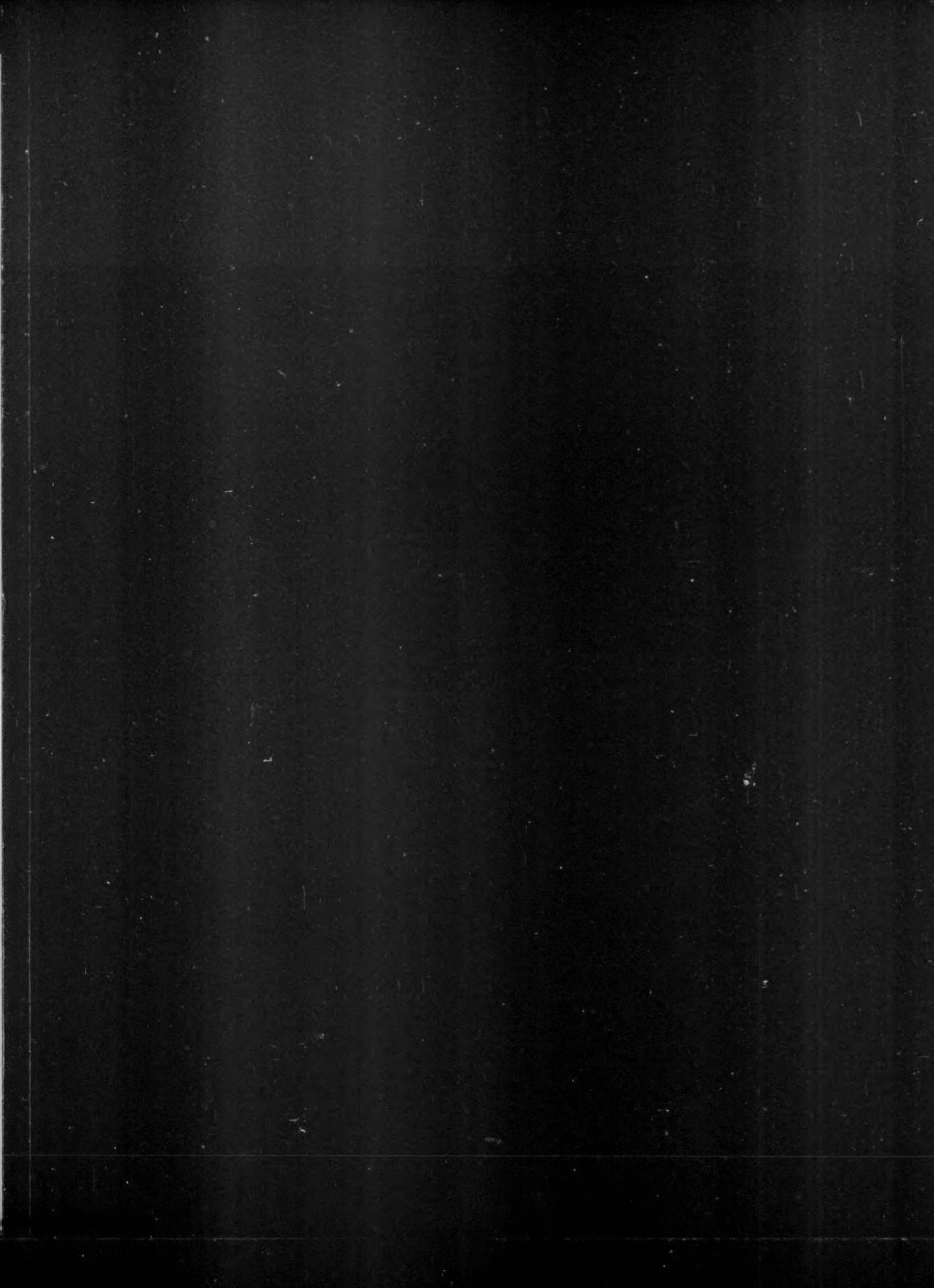
## AUTHOR INDEX

Vardanyan, M., 319  
Vivarelli, M., 63  
Vonortas, N. S., 235  
Vragov, R., 445

Webb, E., 363

Westerling, A., 477  
Wisley, T. O., 563  
Wong, K. P., 587  
Wu, P., 401

Yang, C., 203





VOLUME 27 NUMBER 1

JANUARY-FEBRUARY 2006

**Industry Clustering of Initial Public Offerings**

B. A. Jain and O. Kini . . . . . 1

**Are Non-Binding Contracts Really Not Worth the Paper?**

B. Irlenbusch . . . . . 21

**Optimal Response to a Next Generation New Product Introduction: To Imitate or to Leapfrog?**

D. Sudharshan, B. Shaw-Ching Liu and B. T. Ratchford . . . . . 41

**Technological and Organizational Changes as Determinants of the Skill Bias: Evidence from the Italian Machinery Industry**

M. Piva, E. Santarelli and M. Vivarelli . . . . . 63

**The International Drivers of Domestic Airline Mergers in Twenty Nations: Integrating Industrial Organization and International Business**

J. A. Clougherty . . . . . 75

VOLUME 27 NUMBERS 2-3

MARCH-MAY 2006

**Special Issue****Evolutionary Psychology and Management**

Guest Editor: Satoshi Kanazawa

**'First, Kill All the Economists...': The Insufficiency of Microeconomics and the Need for Evolutionary Psychology in the Study of Management. Introduction to the Special Issue**

S. Kanazawa . . . . . 95

**Cognitive Adaptations for *n*-Person Exchange: The Evolutionary Roots of Organizational Behavior**

J. Tooby, L. Cosmides and M. E. Price . . . . . 103

**Envy and Positional Bias in the Evolutionary Psychology of Management**

S. E. Hill and D. M. Buss . . . . . 131

**Sex, Power, and Dominance: The Evolutionary Psychology of Sexual Harassment**

K. R. Browne . . . . . 145

**The Opt-Out Revolution in the United States: Implications for Modern Organizations**

M. C. Still . . . . . 159

**Explaining Clustering in Social Networks: Towards an Evolutionary Theory of Cascading Benefits**

S. S. Levine and R. Kurzban . . . . . 173

**Applying Evolutionary Psychology in Understanding the Darwinian Roots of Consumption Phenomena**

G. Saad . . . . . 189

**A Cross-National Analysis of Affirmative Action: An Evolutionary Psychological Perspective**

C. Yang, G. C. D'Souza, S. Bapat and S. M. Colarelli . . . . . 203

**Balancing Cooperation and Competition in Human Groups: The Role of Emotional Algorithms and Evolution**

C. H. Loch, D. C. Galunic and S. Schneider . . . . . 217

<b>Determinants of Technology Licensing: The Case of Licensors</b>	235
Y. J. Kim and N. S. Vonortas . . . . .	
<b>Choosing the Partners in the Licensing Alliance</b>	251
S. J. Sohn . . . . .	
<b>Sales by Multi-Product Retailers</b>	261
T. J. Richards . . . . .	
<b>Efficiency in the National Basketball Association: A Stochastic Frontier Approach with Panel Data</b>	279
R. A. Hofler and J. E. Payne . . . . .	
<b>Dynasties versus Pennant Races: Competitive Balance in Major League Baseball</b>	287
A. C. Krautmann and L. Hadley . . . . .	
<b>Modelling Employment Durations of NHL Head Coaches: Turnover and Post-Succession Performance</b>	293
R. Audas, J. Goddard and W. G. Rowe . . . . .	
<b>Analysis of the Effects of Settlement of Interfirm Lawsuits</b>	307
P. S. Koku and A. A. Qureshi . . . . .	

<b>The Measurement of Marketing Efficiency in the Presence of Spillovers: Theory and Evidence</b>	319
M. Vardanyan and V. J. Tremblay . . . . .	
<b>The Effect of Communication in Incentive Systems—An Experimental Study</b>	333
C. Harbring . . . . .	
<b>Hierarchical Reporting, Aggregation, and Information Cascades</b>	355
A. Arya, J. Glover and B. Mittendorf . . . . .	
<b>CEO Compensation and the Seasoned Equity Offering Decision</b>	363
J. F. Brazel and E. Webb . . . . .	
<b>US-Style Contingent Fees and UK-Style Conditional Fees: Agency Problems and the Supply of Legal Services</b>	379
W. Emons and N. Garoupa . . . . .	
<b>A Note on Output Hedging with Cost Uncertainty</b>	387
M. Alghalith . . . . .	
<b>BOOK REVIEWS</b>	
<b>The U.S. Brewing Industry: Data and Economic Analysis</b>	391
Reviewed by K. G. Elzinga . . . . .	
<b>Venture Capital, Entrepreneurship, and Public Policy</b>	392
Reviewed by R. S. Sobel . . . . .	
<b>After Enron: Lessons for Public Policy</b>	394
Reviewed by M. Reksulak . . . . .	
<b>The Emergence of Entrepreneurial Economics</b>	396
Reviewed by R. S. Sobel . . . . .	

**Special Issue**  
**Experimental Economics**  
**Guest Editor: Charles Noussair**

<b>Risk Tolerance in the Present and the Future: An Experimental Study</b>	401
C. Noussair and P. Wu	401
<b>Price-Setting Power and Information Asymmetry in Sealed Bidding</b>	413
J. E. Parco	413
<b>On-the-Job Leisure as a Cause of Asymmetric Observed-Effort Distributions</b>	435
D. L. Dickinson	435
<b>An Experimental Examination of Demand Reduction in Multi-Unit Versions of the Uniform-Price, Vickrey, and English Auctions</b>	445
D. Porter and R. Vragov	445
<b>99: Are Retailers Best Responding to Rational Consumers? Experimental Evidence</b>	459
B. J. Ruffle and Z. Shtudiner	459
<b>Information Aggregation in a Catastrophe Futures Market</b>	477
J. Shachat and A. Westerling	477
<b>Option Pricing by Students and Professional Traders: A Behavioural Investigation</b>	497
K. Abbink and B. Rockenbach	497
<b>Benefit Packages and Individual Behavior: Choices Over Discrete Goods with Multiple Attributes</b>	511
M. Van Boening, T. F. Blackstone, M. McKee and E. Rutstrom	511

<b>The Pace of Intermediate-Product Introductions</b>	527
R. K. Tyagi and J. S. Raju	527
<b>Marketing/Inventory Interactions in the Characterization of Retailer Response to Manufacturer Trade Deals</b>	537
F. J. Arcelus and G. Srinivasan	537
<b>Family Ownership, Corporate Governance, and Top Executive Compensation</b>	549
S. Cheng and M. Firth	549
<b>Is There a Managerial Life Cycle? Evidence from the NFL</b>	563
B. L. Goff and T. O. Wisley	563
<b>Revisiting Agency and Transaction Costs Theory Predictions on Vertical Financial Ownership and Contracting: Electronic Integration as an Organizational Form Choice</b>	573
K. Lajili and J. T. Mahoney	573
<b>International Tenders and Futures Hedging</b>	587
D. Lien and K. P. Wong	587
<b>Wage versus Efficient Bargaining in Oligopoly</b>	595
K. Kraft	595
<b>R&amp;D in a Strategic Delegation Game Revisited: A Note</b>	605
M. Kopel and C. Riegler	605

VOLUME 27 NUMBER 8

DECEMBER 2006

<b>Factor Substitution in the Production of Library Services: Evidence from the North American Research Libraries</b>	
C. J. Hammond . . . . .	613
<b>Increasing Sales by Introducing Non-Salable Items</b>	
K. Kriesler and S. Nitzan . . . . .	631
<b>Optimal Pricing Strategy for Foreign Market Entry: A Game Theoretic Approach</b>	
Y.-H. Kim, P. Aggarwal, Y.-M. Ha and T. H. Cha . . . . .	643
<b>An Analytical Approach for Making Management Decisions Concerning Corporate Restructuring</b>	
B. Lin, Z.-H. Lee and R. Peterson . . . . .	655
<b>Do the Best Companies to Work for Provide Better Customer Satisfaction?</b>	
D. H. Simon and J. DeVaro . . . . .	667
<b>Author Index</b>	685
<b>Volume Contents</b>	iii

